Up to two questions “Funnel the Spec” to one product type.

Start at the top, follow the path down, end on the recommendation. Designed for distributors to send a customer ahead of a quote call.

QUESTION 1
Where does this tank actually live?

FIXED COMPRESSOR ROOM

QUESTION 2A
Is there ~8+ feet of ceiling clearance under steel?

IF YES · NORMAL ROOM

RECOMMEND
Vertical Receiver Tank
The default. Smallest floor footprint for a given gallonage, cleanest drainage, standard compressor-room integration.

IF NO · LOW CEILING, MEZZANINE, OR SKID-MOUNT

RECOMMEND
Horizontal Receiver Tank
The deliberate answer to a height or skid-layout constraint. Trades floor area for headroom.

THE WORK MOVES WITH THE COMPRESSOR

QUESTION 2B
Construction site, mobile service, or satellite point-of-use buffering?

IF YES · ANY OF THE ABOVE

RECOMMEND
Portable Air Tank
Compact, transport-rated, still code-stamped. Wheeled cart, skid-frame, or trailer-mount depending on how the customer actually moves it.

IF NO · IT'S FIXED BUT SMALL

RECOMMEND
Vertical Receiver Tank (small)
A small stationary vertical (10-30 gal) usually serves better than a portable when the tank isn't actually going to move. Less hardware, simpler install.

THE CATALOG CAN'T COVER THE SPEC

QUESTION 2C
High pressure (>300 PSIG), exotic material, non-standard geometry, or volume beyond catalog?

IF YES · ANY OF THE ABOVE

RECOMMEND
Specialty / Custom Pressure Vessel
Engineered to spec. Division 2 fabrication for high pressure, stainless or alloy for corrosive or sanitary service, dimensioned to the available footprint. Project lead, project documentation.

IF NO · STANDARD PRESSURE AND GEOMETRY

RECOMMEND
Vertical Receiver Tank
If the spec fits the standard range, the catalog tank gets there faster and cheaper. Don't quote specialty fabrication when stock will do the job.

If the customer doesn't know the answer to Question 1, start with the install location: **"Where is this tank going to physically sit?"** Fixed pad in a compressor room → stationary (vertical or horizontal depending on headroom). Trailer, truck, or "wherever the work is today" → portable. The compressor itself is a skid package with the tank bundled → horizontal under the skid. The customer is handing you a spec sheet from their engineering team with a PFD/P&ID → specialty, start the engineering review. **The sizing rule (4-6 gal/CFM fixed-**

speed, 1-2 gal/CFM VFD) runs in parallel to the type decision: size first, then pick the type that fits the install.

"Size up at every decision point. The marginal cost is 15-20% on the tank; the upside is a compressor that lives its full service life."

SPC DISTRIBUTOR PLAYBOOK AIR RECEIVERS · HOW TO QUOTE STORAGE IN ONE CALL